



Schedule 36 Industry Day

Agenda (Draft Revised 3/22/2017)

Friday, April 7, 2017, 10:00 AM – 3:00 PM

GSA Regional Office in the DOW Building

100 S Independence Mall West, Philadelphia PA 19106

GENERAL SESSION (10 AM - 12 PM)

10:00 AM	Opening Remarks	<i>Brian Knapp, Director</i>
10:10 AM	IWAC Organizational Structure <i>See behind the scenes and get to know the IWAC team members who can help.</i>	<i>Kate Koch, Program Analyst</i>
10:30 AM	Contract Continuity <i>Understand the importance of contract continuity for future business opportunities (Blanket Purchase Agreements (BPAs), Streamlined MAS Proposals, and Dual MAS Contracts will be covered.)</i>	<i>Jeff Calhoun, MAS Branch Chief</i>
11:00	Break	
11:10	Quality Partnership Council (QPC) and Working Groups <i>Learn about the Quality Partnership Council (QPC) and how you can be part of IWAC's working groups or stay apprised of working group progress towards making improvements to Schedule 36.</i>	<i>Ivana Henry, Business Development Director</i>
11:30	Discussion on SIN 51 1000 - Ancillary Supplies and/or Services <i>Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to compliment a contractor's offerings to provide a solution to a customer requirement.</i>	<i>Jeff Calhoun, MAS Branch Chief</i>
12:00	LUNCH ON YOUR OWN	
1:00	BREAKOUT SESSIONS <ul style="list-style-type: none">• Records Management• 3D Printing• Partnering for Strategic Advantage	
2:00	BREAKOUT SESSIONS <ul style="list-style-type: none">• Leasing Copiers and Equipment Group• Mail Management Products and Services• Partnering for Strategic Advantage	

DESCRIPTIONS OF BREAKOUT SESSIONS

<p>1:00</p>	<p>Records Management <i>MAS Branch Chief, Jeff Calhoun, will discuss efforts to further define physical and electronic records management under MAS Schedule 36.</i></p>	<p>Partnering for Strategic Advantage <i>Representatives from the Office of Small Business Utilization (OSBU) will share resources and ideas to help small businesses find Federal customers and opportunities. Attendees will also learn how to use various partnering strategies to compete and win awards for larger and more complex requirements.</i></p>	<p>3D Printing Solutions <i>Members of GSA IWAC's 3D Print Team will be on hand to provide an update on efforts to grow business on this new SIN and discuss current opportunities.</i></p>
<p>2:00</p>	<p>Leasing Copiers and Equipment Group <i>MAS Branch Chief, Jeff Calhoun and MAS Team Lead, Mike McGraw will lead a discussion on Lease-to-Ownership Plans (LTOP), Schedule 36 Leasing Terms, and the challenges of government leasing.</i></p>	<p>Partnering for Strategic Advantage <i>Representatives from the Office of Small Business Utilization (OSBU) will share resources and ideas to help small businesses find Federal customers and opportunities. Attendees will also learn how to use various partnering strategies to compete and win awards for larger and more complex requirements.</i></p>	<p>Mail Management Products and Services <i>Join IWAC's Schedule 36 Solicitation Manager and Contracting Officers for an open roundtable discussion around how customers are using the mail management related SINs, barriers to use, and ideas for improving this category of offerings under Schedule 36.</i></p>